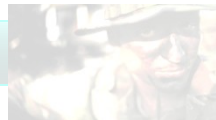


Doing Business With The Navy



RDML Seán F. Crean, USN
Deputy Assistant Secretary of the Navy
May 30, 2008





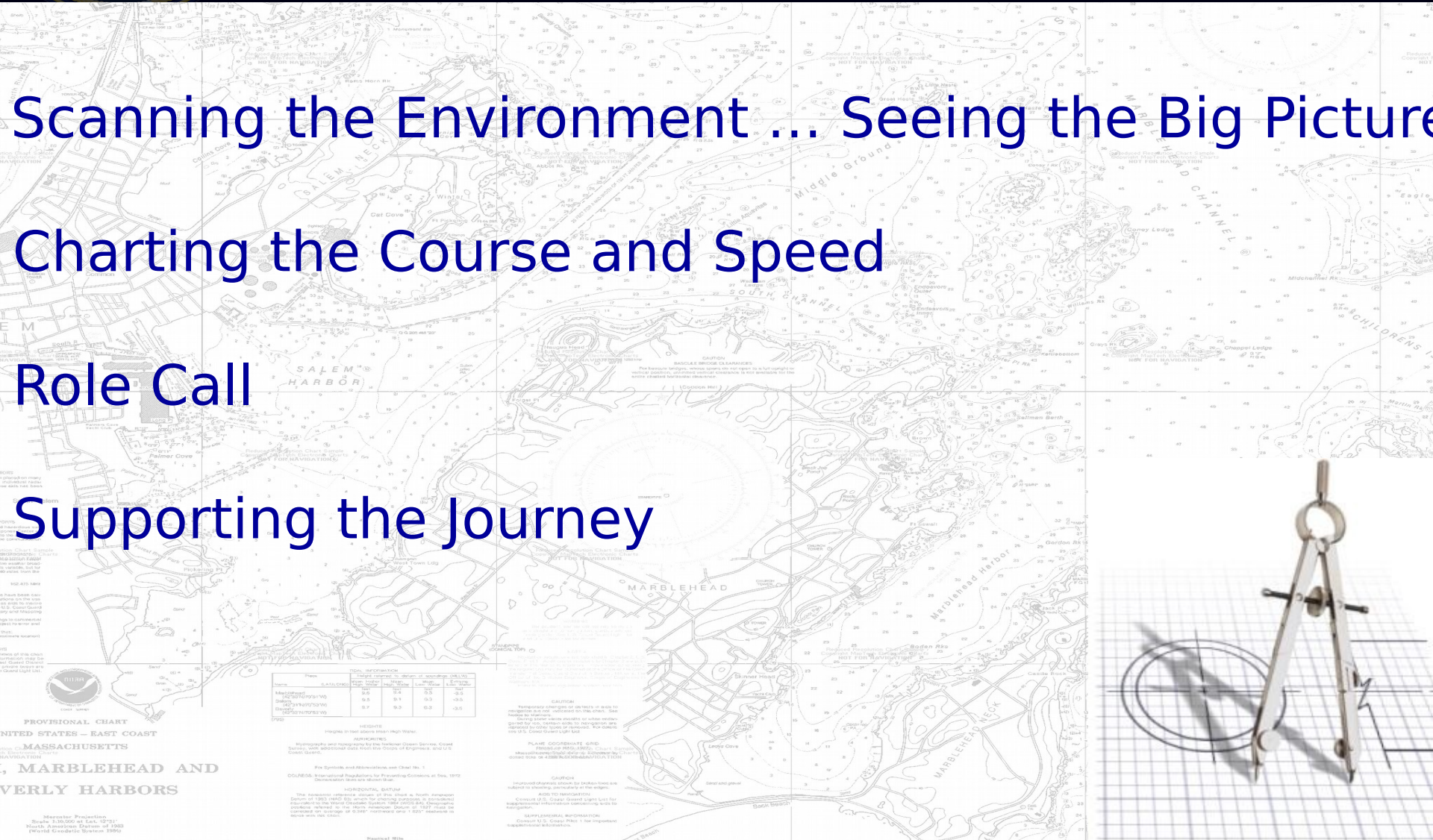
Plan of Intended Movement (PIM)

Scanning the Environment ... Seeing the Big Picture

Charting the Course and Speed

Role Call

Supporting the Journey





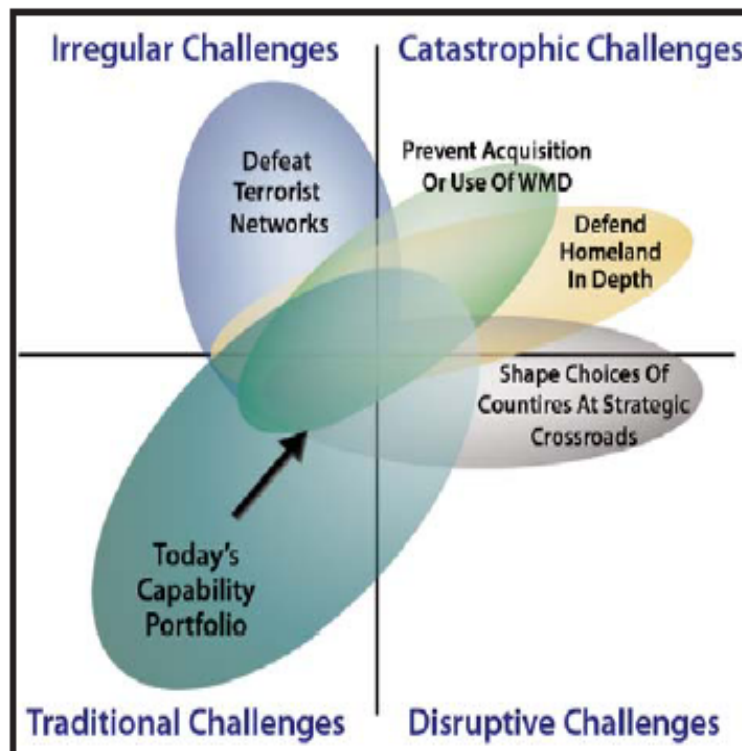
National Strategy & Environment



Irregular



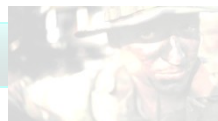
Near Peer Competitors



Terrorist Threats



Global Maritime Security





New Maritime Strategy

A COOPERATIVE STRATEGY FOR 21ST CENTURY SEAPOWER

Expanded Core Capabilities Of Maritime Power

- Forward Presence
- Deterrence
- Sea Control
- Power Projection
- Maritime Security
- Humanitarian Assistance and Disaster Response





Navy Strategic Plan

Achieving maritime security through:

- **Expanded expeditionary presence, sustainment and cooperation**
- **Improved, prompt access and combat power to deter or defeat adversaries**
- **Enhanced alignment of people, processes, and resources to provide the right capabilities to joint commander at the right time**



Efficiently adapting to the new security environment



The Navy Today

**Search &
Seizure Team
USS San Jacinto**



**11th MEU
Horn of Africa**



**24th MEU
Afghanistan**



**USS H.S Truman
Persian Gulf**



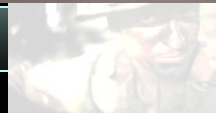
**USS Essex
Thailand Sea**



**4th Marine
Log Group
Liberia**



**NMCB-1
IRAQ**





Navy Program...How it all fits together...

Sustain Combat Readiness

- Sea Power 21
- Fleet Response Plan

Build a Fleet for the Future

- Shipbuilding Plan
- Ashore Vision
- Aviation Roadmap

Develop 21st Century Leaders

- Strategy for Our People
- Sea Warrior
- Diversity

QDR 2006

Transformation

Strategic Guidance

Global War on Terror

Future Force

Readine

Manpow

Fiscal Realities



***Requirements outpace funds....
MUST Identify the right requirements***



Getting There Key Tenets



**Recruiting/
Retention**

***Understand and Control
Ship / Aircraft Costs***

Stay on Course & Speed
(Stability, Predictability, Affordability)

Sustain Readiness

***Develop and Support our
military and civilian force
and their Families***



**Training and
Health**



**GWOT
Readiness**



**Conventional
Readiness**



Control Costs



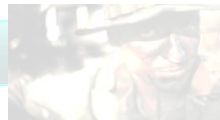
Promote Stability





Navy Policy for Small Business

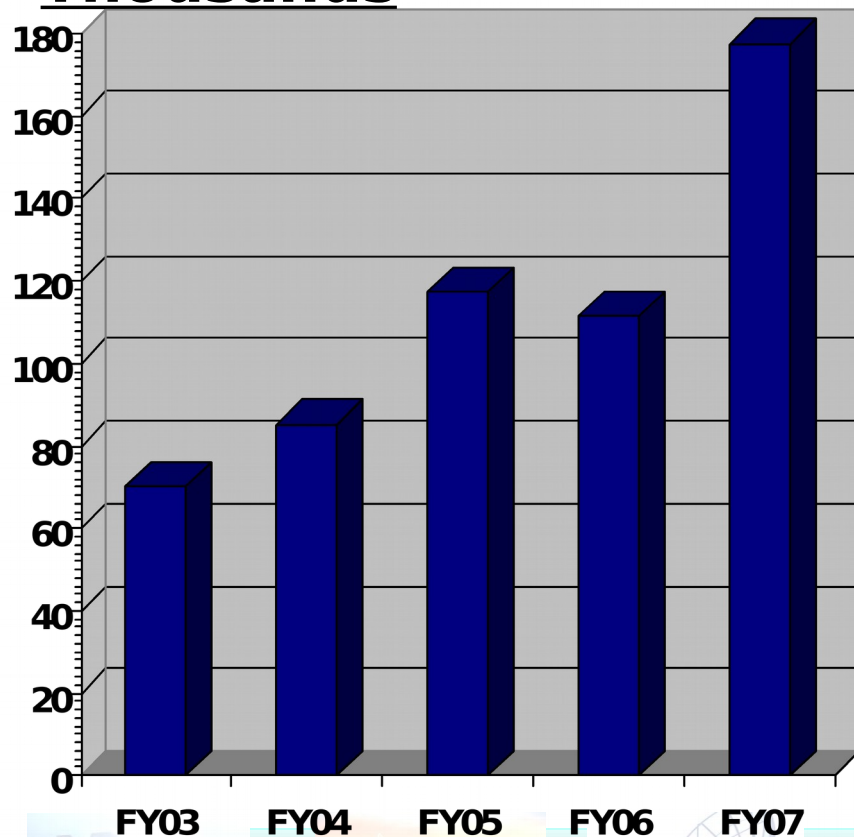
- **Promote Maximum Utilization of Small Business Concerns in Navy & Marine Corps Contracts**
- **Provide Small Business Concerns Maximum Practicable Opportunity to Participate as Subcontractors in Prime Contracts Awarded to Major Prime Contractors**



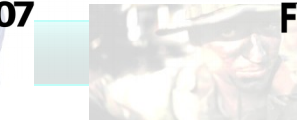
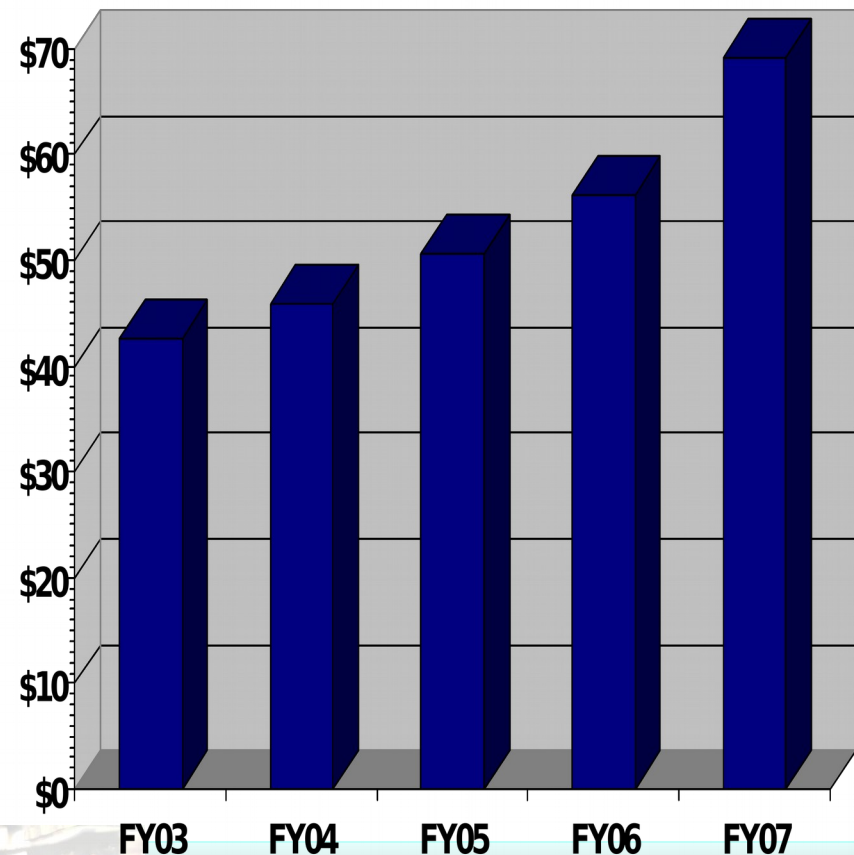


DoN Large Business Contracts

**No. Awarded in
Thousands**



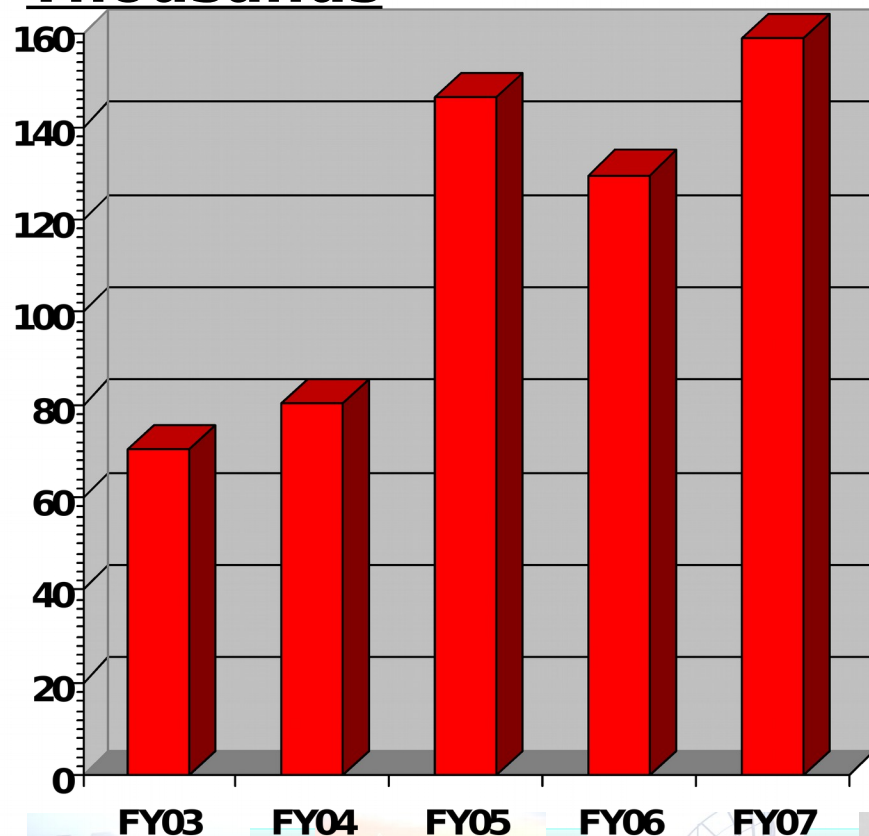
\$ Value in Billions



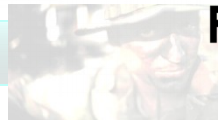
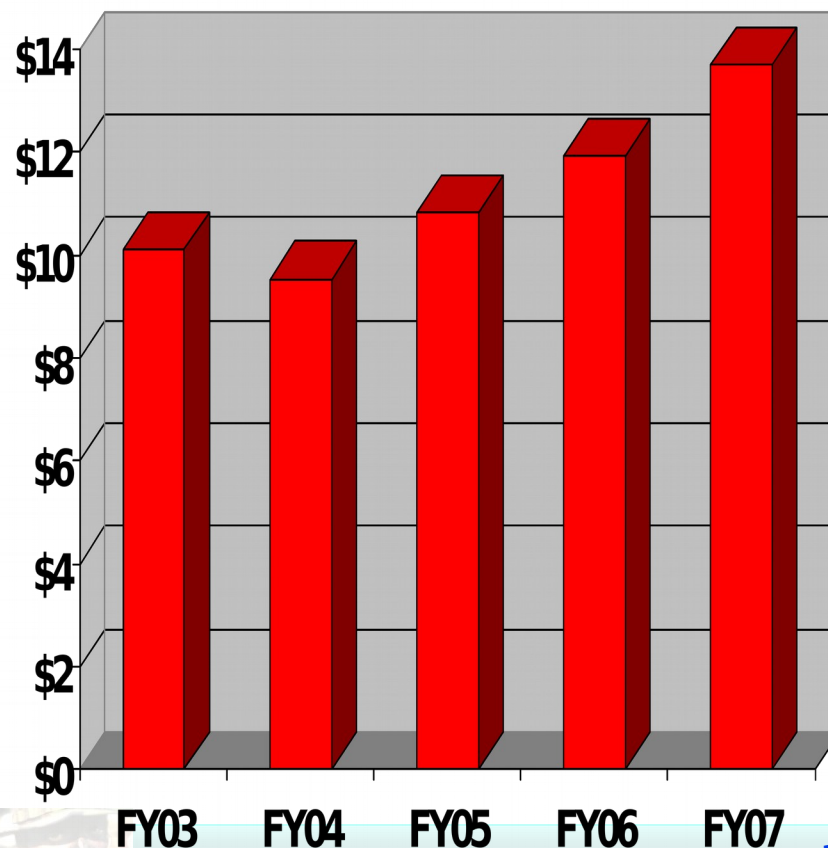


DoN Small Business Contracts

**No. Awarded in
Thousands**



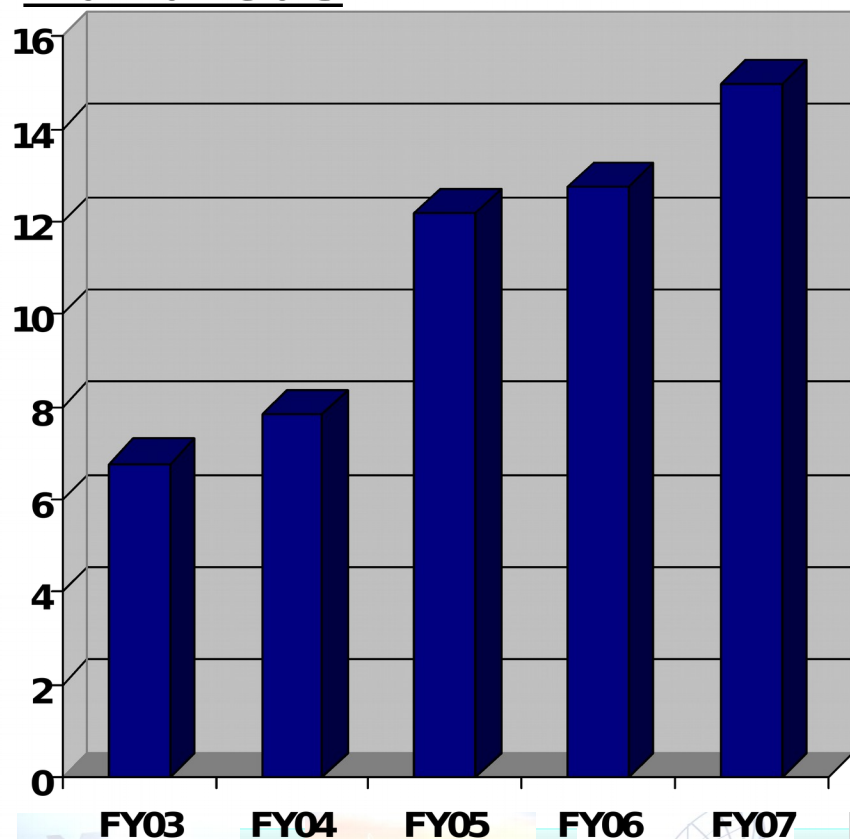
\$ Value in Billions



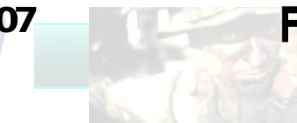
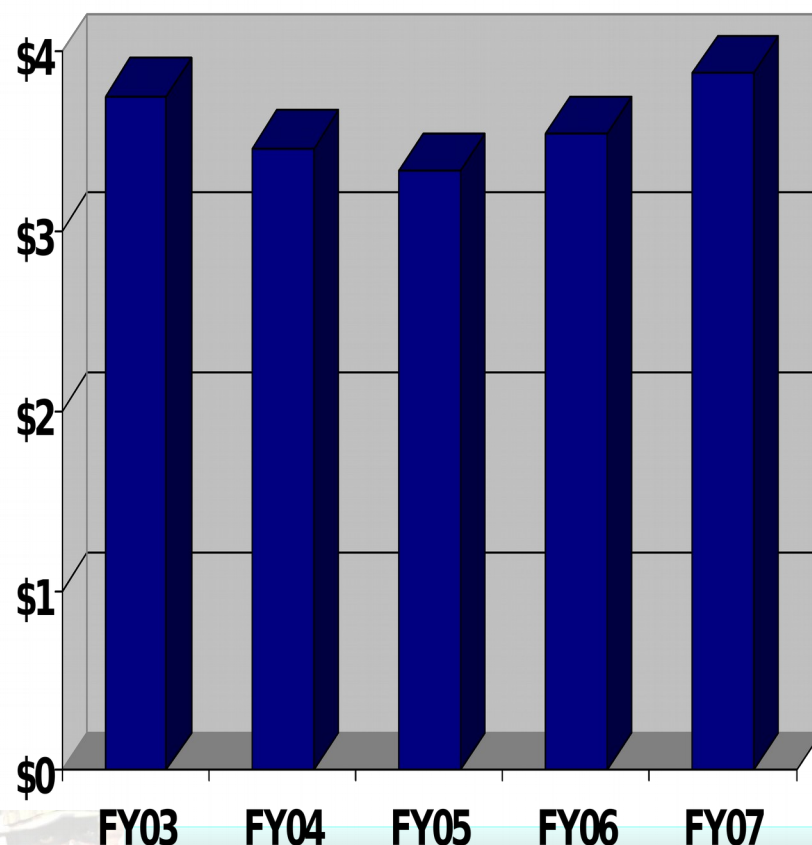


DoN Large Business Contracts in Missouri

**No. Awarded in
Hundreds**



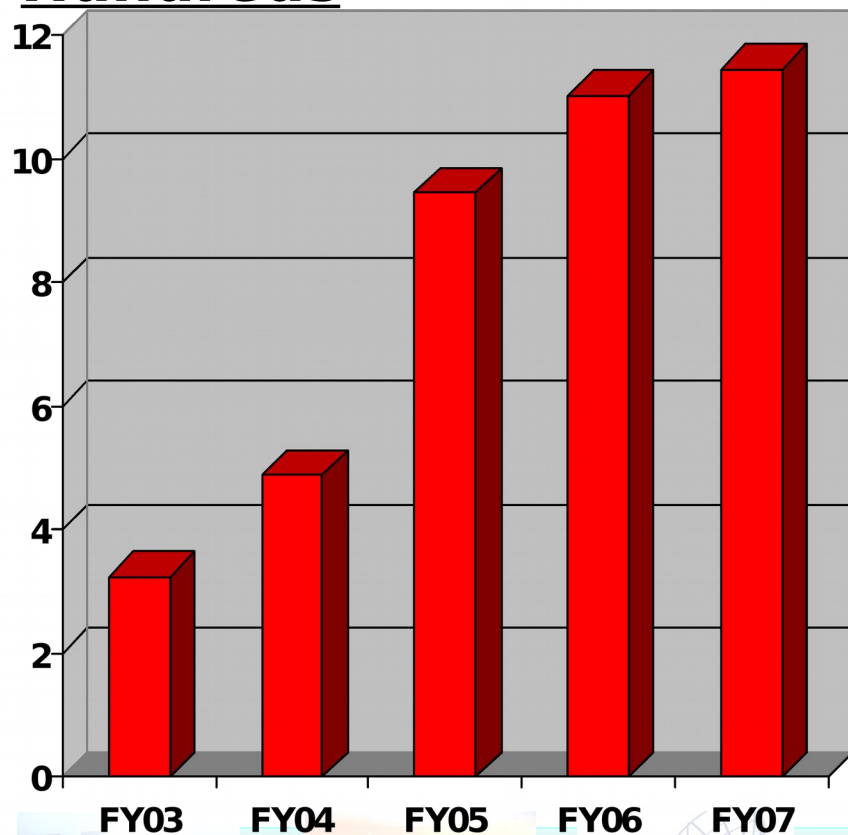
\$ Value in Billions



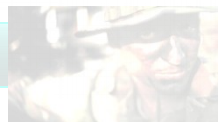
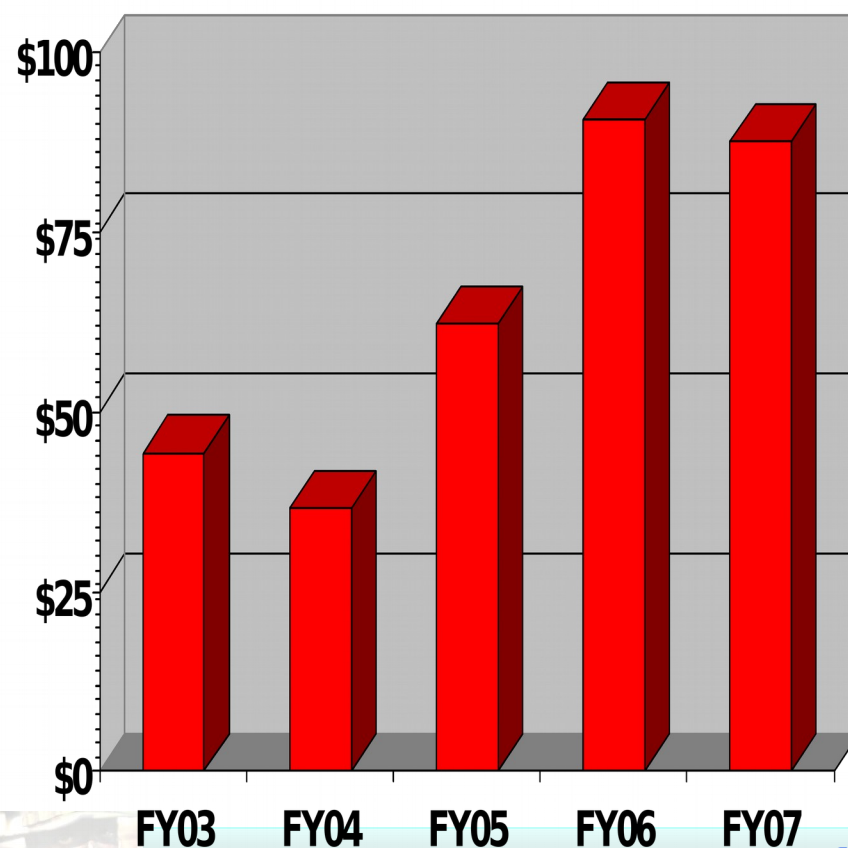


DoN Small Business Contracts in Missouri

**No. Awarded in
Hundreds**



\$ Value in Millions





DoN Top Ten Businesses in Missouri

LARGE BUSINESS

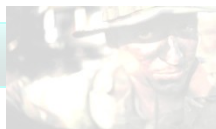
THE BOEING COMPANY
WORLD WIDE TECHNOLOGY INC.
ENERSYS ENERGY PRODUCTS, INC.
HOLDEN INDUSTRIES
EAGLEPICHER TECHNOLOGIES, LLC.
SYSTEMS & ELECTRONICS INC.
ESSIBUY.COM, INC
COMSTOR CORPORATION
RAYTHEON SYSTEMS CO, INC.
ALLIANT TECHSYSTEMS, INC.

\$3.4B
\$4.2M
\$3.4M
\$2.0M
\$2.0M
\$1.9M
\$1.8M
\$1.6M
\$1.3M
\$1.3M



SMALL BUSINESS

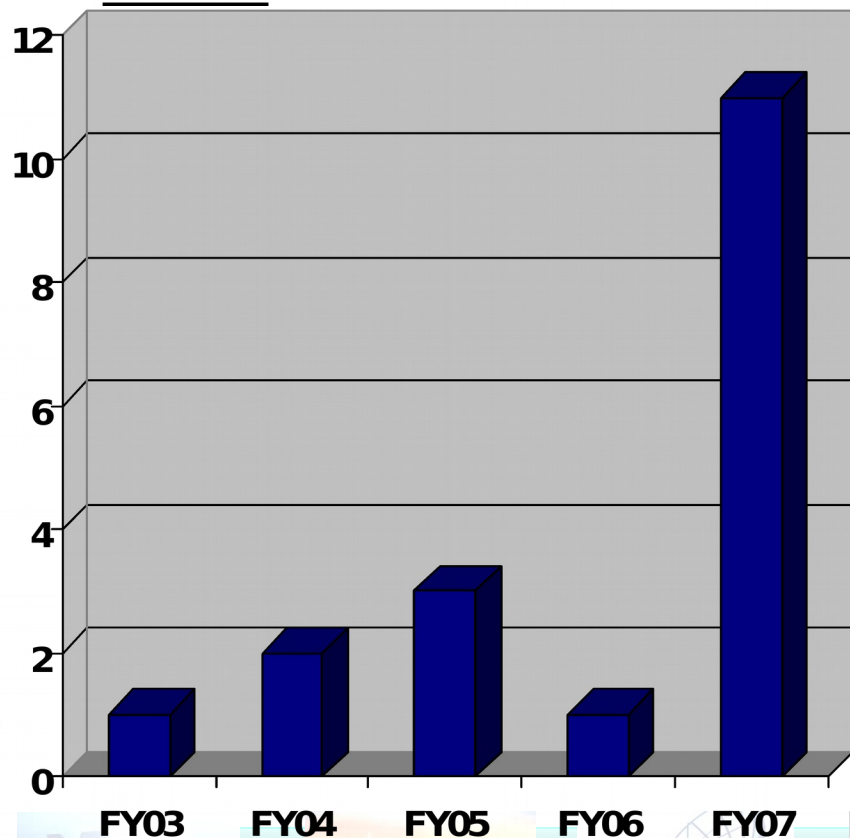
STAUDER TECHNOLOGIES \$25.7M
WORLD WIDE TECHNOLOGIES, INC. \$24.9M
SEYER INDUSTRIES \$8.7M
SENTRUS GOVT SYSTEMS DIV \$8.4M
ULTRAX INC. \$1.6M
THE NEWBERRY GROUP, INC. \$1.4M
CENTRAL POWER SYSTEMS & SERV, INC \$1.3M
FACILITY SERVICES, INC. \$1.1M
HENSLEY TECHNOLOGIES, INC. \$1.1M
LUMIMOVE, INC. \$0.9M



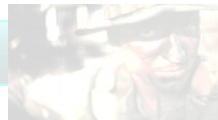
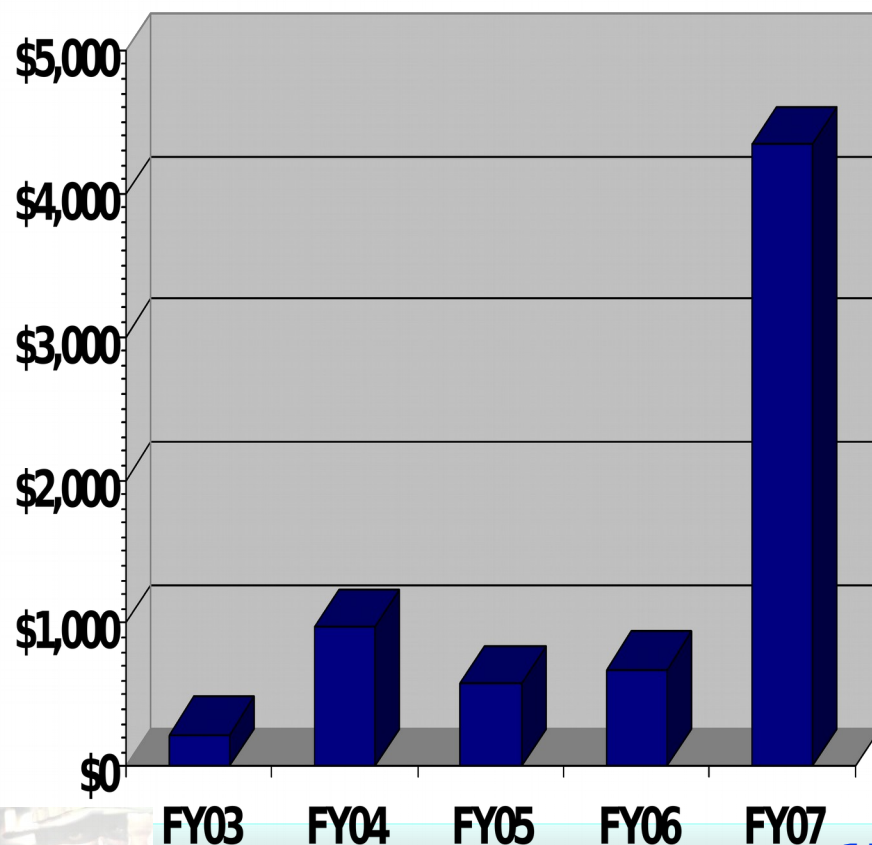


DoN Large Business Contracts in Missouri, District 4

**No. Awarded in
Ones**



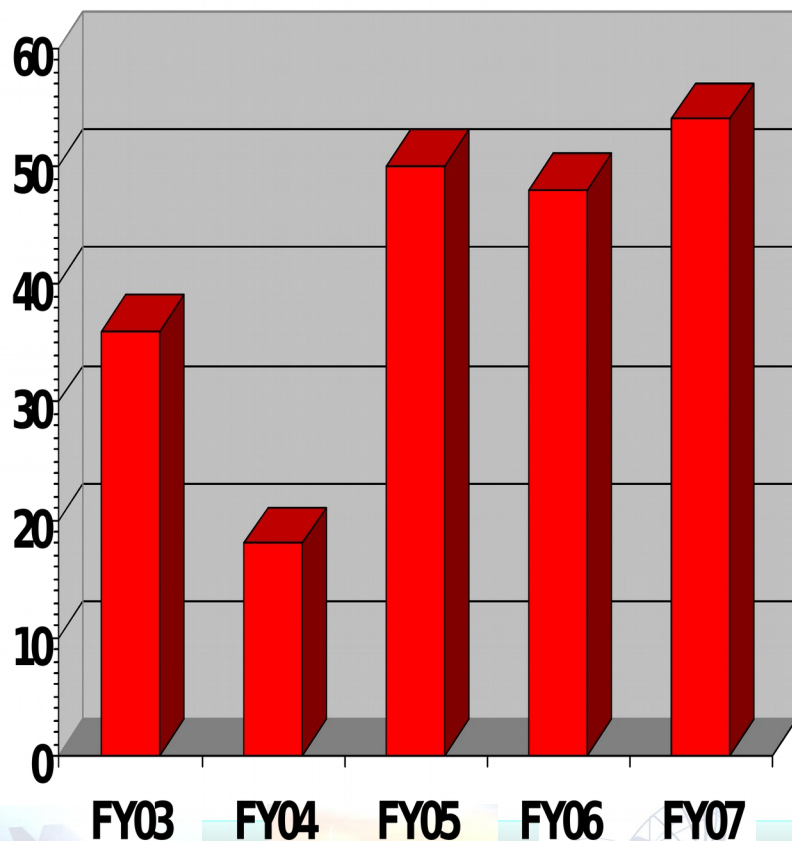
\$ Value in Thousands



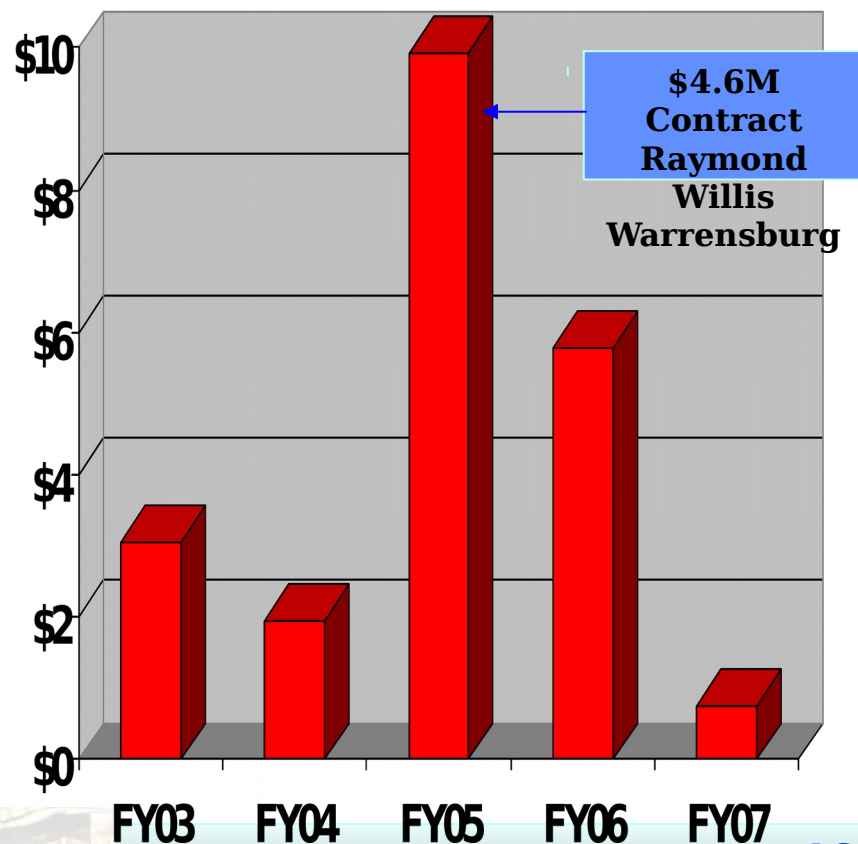


DoN Small Business Contracts in Missouri, District 4

No. Awarded in Tens



\$ Value in Millions





DoN Top Ten Businesses in Missouri, District 4

LARGE BUSINESS

ENERSYS ENERGY PRODUCTS	\$3,370,000
MID-AMERICA R&D FOUNDATION	\$923,595
GRAIN VALLEY TOOL & MGF CO	\$14,317
LAB SAFETY SUPPLY INC.	\$12,505
SNC TECHNOLOGIES CORP	\$8,540
HONEYWELL INTERNATIONAL INC.	\$7,675
THE HON COMPANY	\$4,931
NORTHERN TOOL & EQUIPMENT CO.	\$3,994



SMALL BUSINESS

ADVANCED INDUSTRIES INC.	\$319,014
CHAMP INDUSTRIES INC.	
\$89,327	
R & R LIMITED	\$72,267
GRAIN VALLEY TOOL & MGF CO INC.	\$47,363
GEAR ZONE LLC	\$35,298
FLEXTech INDUSTRIES LIMITED	\$28,469
CAPITOL SAND COMPANY INC.	\$12,285
SPUR LAUNDRY & CLEANERS INC.	\$9,865
AUDIOVISUAL INC.	\$8,668
SOURCE ONE DISTRIBUTORS , INC.	\$8,447



DoN Top 25 NAICS in Missouri, District 4

541330	Engineering Services	\$3,370,000.00
541710	Research & Development in the Physical Engineering, and Life Sciences	\$923,595.00
332439	Other Metal Container Manufacturing	\$203,405.00
332431	Metal Can Manufacturing	\$106,881.68
336412	Aircraft Engine & Engine Parts Manufacturing	\$89,327.38
339113	Surgical Appliance & Supplies Manufacturing	\$48,017.00
332995	Other Ordnance& Accessories Manufacturing	\$47,363.00
333411	Air Purification Equipment Manufacturing	\$28,469.00
333911	Pump & Pumping Equipment Manufacturing	\$24,250.00
448190	Other Clothing Stores	\$23,570.00
315999	Other Apparel Accessories & Other Apparel Manufacturing	\$18,637.00
336413	Other Aircraft Parts & Auxiliary Equipment Manufacturing	\$18,168.45
423490	Other Professional Equipment & Supplies Merchant Wholesalers	\$16,878.00
453998	All Other Miscellaneous Store Retailers (Except Tobacco Stores)	\$14,685.00
315299	All Other Cut & Sew Apparel Manufacturing	



DoN Top 25 NAICS Procured in

FY 2007

6 Digit NAICS and Description	Total Dollars
541330 (ENGINEERING SERVICES)	13,772,271,221
336411 (AIRCRAFT MANUFACTURING)	12,331,235,814
336611 (SHIP BUILDING AND REPAIRING)	9,950,480,709
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	6,464,508,620
336992 (MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING)	3,899,597,322
336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	2,675,995,226
541519 (OTHER COMPUTER RELATED SERVICES)	2,537,981,206
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	1,937,590,017
34511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM	1,929,094,888
34220 (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT	1,761,014,281
336412 (AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)	1,583,465,934
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	1,242,411,574
561210 (FACILITIES SUPPORT SERVICES)	1,027,620,861
483111 (DEEP SEA FREIGHT TRANSPORTATION)	996,899,348
541990 (ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	859,045,913
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	796,900,375
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	775,094,275
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)	723,603,314
236210 (INDUSTRIAL BUILDING CONSTRUCTION)	626,202,517
334419 (OTHER ELECTRONIC COMPONENT MANUFACTURING)	541,334,775
332993 (AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING)	469,193,205
333319 (OTHER COMMERCIAL AND SERVICE INDUSTRY MACHINERY MANUFACTURING)	452,356,039
333611 (TURBINE AND TURBINE GENERATOR SET UNITS MANUFACTURING)	429,250,715
237990 (OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION)	422,289,555
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	413,561,661





Naval Supply Systems Command

Top 15 Categories purchased in FY 2007	Total Dollars
336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$1,126,666,627.02
336412 (AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)	\$520,651,956.18
541519 (OTHER COMPUTER RELATED SERVICES)	\$494,573,211.50
541330 (ENGINEERING SERVICES)	\$387,836,170.90
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$284,402,825.35
336411 (AIRCRAFT MANUFACTURING)	\$266,176,232.58
622110 (GENERAL MEDICAL AND SURGICAL HOSPITALS)	\$245,270,528.81
561210 (FACILITIES SUPPORT SERVICES)	\$239,728,017.97
336611 (SHIP BUILDING AND REPAIRING)	\$227,974,705.88
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$174,472,943.03
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	\$125,109,706.43
541810 (ADVERTISING AGENCIES)	\$119,871,980.94
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$113,128,577.62
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND I	\$108,114,326.21
334412 (BARE PRINTED CIRCUIT BOARD MANUFACTURING)	\$100,618,060.60

NAVSUP's primary mission is to provide U.S. Naval forces with quality supplies and services. With headquarters in Mechanicsburg, Pa., and employing a worldwide workforce of more than 24,000 military and civilian personnel, NAVSUP oversees logistics programs in the areas of supply operations, conventional ordnance, contracting, resale, fuel, transportation, and security assistance. In addition, NAVSUP is responsible for quality of life issues for our Naval forces, including food service, postal services, Navy Exchanges, and movement of household goods.

Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

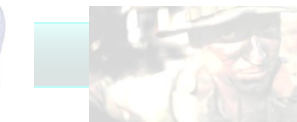


Naval Air Systems Command

Top 15 Categories purchased in FY 2007

	Total Dollars
336411 (AIRCRAFT MANUFACTURING)	\$11,896,123,604.88
336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$1,269,124,938.74
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$1,101,424,123.48
336412 (AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)	\$1,042,936,142.40
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND	\$264,288,591.00
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)	\$121,719,916.00
334419 (OTHER ELECTRONIC COMPONENT MANUFACTURING)	\$88,340,768.00
332993 (AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING)	\$78,235,974.26
334111 (ELECTRONIC COMPUTER MANUFACTURING)	\$54,275,929.00
334515 (INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL	\$48,576,782.17
336419 (OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$34,587,662.00
335999 (ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING)	\$21,940,073.02
333314 (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	\$17,494,066.00
336360 (MOTOR VEHICLE SEATING AND INTERIOR TRIM MANUFACTURING)	\$10,974,288.00
336415 (GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING)	\$10,607,417.00

Sailors and Marines armed with confidence because we develop, deliver, and sustain aircraft, weapons and systems on time, on cost, with proven capability and reliability, so they can succeed in every mission and return safely home.



Director of NAVAIR Small Business

21

Phone: (301) 757-9044

Fax: (301) 757-9093



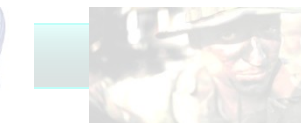
Space and Naval Warfare Systems Command

Top 15 Categories purchased in 2007

Total Dollars

334220 (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING)	\$873,568,912.28
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)	\$395,441,158.95
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND EQUIPMENT MANUFACTURING)	\$18,461,995.64
334519 (OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING)	\$2,991,451.00
334111 (ELECTRONIC COMPUTER MANUFACTURING)	\$1,255,054.50
334113 (COMPUTER TERMINAL MANUFACTURING)	\$321,203.74
334413 (SEMICONDUCTOR AND RELATED DEVICE MANUFACTURING)	\$149,946.00
337214 (OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING)	\$42,354.23
339944 (CARBON PAPER AND INKED RIBBON MANUFACTURING)	\$25,174.31
334112 (COMPUTER STORAGE DEVICE MANUFACTURING)	\$9,290.52
333924 (INDUSTRIAL TRUCK, TRACTOR, TRAILER, AND STACKER MACHINERY MANUFACTURING)	\$8,201.00

SPAWAR's mission is to provide Deliver FORCEnet by inventing, acquiring, developing, delivering and supporting integrated and interoperable C4ISR, Business IT and Space Capabilities in the interest of national defense



**Director of Small Business
Program**

22

Phone: (619) 524-7701

Fax: (619) 524-3165



Marine Corps Systems Command

Top 15 Categories Purchased in FY 2007	Total Dollars
336992 MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING	\$3,873,550,702
334418 PRINTED CIRCUIT ASSEMBLY (ELECTRONIC ASSEMBLY) MANUFACTURING	\$522,775,711
541519 OTHER COMPUTER RELATED SERVICES	\$468,555,748
334220 RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$441,285,003
333611 TURBINE AND TURBINE GENERATOR SET UNITS MANUFACTURING	\$322,286,082
334119 OTHER COMPUTER PERIPHERAL EQUIPMENT MANUFACTURING	\$280,321,591
541330 ENGINEERING SERVICES	\$227,673,858
541512 COMPUTER SYSTEMS DESIGN SERVICES	\$196,091,326
333314 OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$195,538,353
541611 ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$164,349,163
541820 PUBLIC RELATIONS AGENCIES	\$134,258,484
811310 COMMERCIAL AND INDUSTRIAL MACHINERY AND EQUIPMENT (EXCEPT AUTOMOTIVE AND ELECTRONIC) REPAIR AND MAINTENANCE	\$100,834,110
332311 PREFABRICATED METAL BUILDING AND COMPONENT MANUFACTURING	\$92,827,857
332993 AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$83,747,071
334511 SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$81,471,934

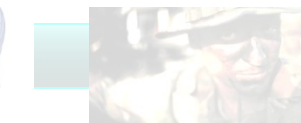
Marine Corps Systems Command's mission is to serve as the Commandant's principal agent for acquisition and sustainment of systems and equipment used by the Operating Forces to accomplish their warfighting mission.

Associate Director of Small Business

23

Phone: (703) 432-3946

Fax: (703) 432-3486





Office of Naval Research

Top 15 Categories purchased in FY 2007	Total Dollars
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$607,518,826.71
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$85,175,602.00
541330 (ENGINEERING SERVICES)	\$68,709,566.00
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEP	\$9,166,345.00
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND	\$4,852,270.00
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$3,234,635.00
334513 (INSTRUMENTS AND RELATED PRODUCTS MANUFACTURING FOR MEASURING, DISPLAYING, AN	\$2,246,510.00
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$1,416,579.00
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	\$777,195.00
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$618,527.00
334519 (OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING)	\$436,801.00
561210 (FACILITIES SUPPORT SERVICES)	\$400,000.00
335999 (ALL OTHER MISCELLANEOUS ELECTRICAL EQUIPMENT AND COMPONENT MANUFACTURING)	\$339,102.00
541519 (OTHER COMPUTER RELATED SERVICES)	\$293,146.00
334220 (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANI	\$250,386.00

The mission of the Office of Naval Research is to: foster, plan, facilitate and transition scientific research in recognition of its paramount importance to enable future naval power and the preservation of national security.

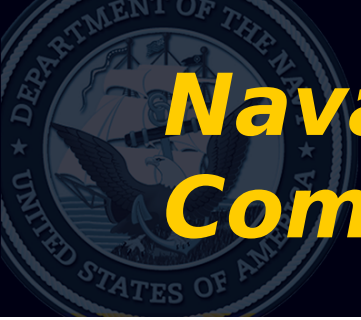


**Associate Director of Small
Business**

24

Phone: (703) 696-5358

Fax: (703) 696-4430



Naval Facilities Engineering Command

6 digit NAICS Code (Description)	Total Dollars
233320 COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$91,099,423
236116 NEW MULTIFAMILY HOUSING CONSTRUCTION (EXCEPT OPERATIVE BUILDERS)	\$67,204,866
236210 INDUSTRIAL BUILDING CONSTRUCTION	\$625,343,469
236220 COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,935,024,026
237120 OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION	\$74,832,208
237310 HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$146,410,645
237990 OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$398,852,260
238220 PLUMBING, HEATING, AND AIR CONDITIONING CONTRACTORS	\$89,084,158
238990 ALL OTHER SPECIALTY TRADE CONTRACTORS	\$109,076,747
334220 RADIO AND TV BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT	\$100,463,088
336611 SHIP BUILDING AND REPAIRING	\$86,321,960
541330 ENGINEERING SERVICES	\$472,609,796
561210 FACILITIES SUPPORT SERVICES	\$722,250,089
562910 REMEDIATION SERVICES	\$238,207,403

We strengthen Navy and Marine Corps combat readiness worldwide through facilities lifecycle support focused on the Fleet, Fighter, and Family. We deliver sustainable, adaptable facilities; expeditionary capabilities; and contingency response to the Navy Expeditionary Combat Enterprise, all other Warfare and Provider Enterprises, the Marine Corps, Unified Commanders, and DoD Agencies. Our innovation, responsiveness, and agility enable a forward deployed, rotational, and surge capable Navy.

Associate Director of Small Business

25

Phone: (202) 685-9129

Fax: (202) 685-1485



Military Sealift Command

Top 15 Categories Purchased in FY 2007

Total Dollars

483111 (DEEP SEA FREIGHT TRANSPORTATION)	\$983,833,410.36
488330 (NAVIGATIONAL SERVICES TO SHIPPING)	\$161,833,449.00
488390 (OTHER SUPPORT ACTIVITIES FOR WATER TRANSPORTATION)	\$80,988,961.00
532411 (COMMERCIAL AIR, RAIL, AND WATER TRANSPORTATION EQUIPMENT RENTAL AND LEASING)	\$66,728,574.00
483112 (DEEP SEA PASSENGER TRANSPORTATION)	\$57,540,271.00
488310 (PORT AND HARBOR OPERATIONS)	\$49,446,186.00
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$49,068,848.00
541330 (ENGINEERING SERVICES)	\$24,398,233.00
324191 (PETROLEUM LUBRICATING OIL AND GREASE MANUFACTURING)	\$13,561,217.00
483113 (COASTAL AND GREAT LAKES FREIGHT TRANSPORTATION)	\$8,188,369.00
424690 (OTHER CHEMICAL AND ALLIED PRODUCTS MERCHANT WHOLESALERS)	\$7,135,300.00
424950 (PAINT, VARNISH, AND SUPPLIES MERCHANT WHOLESALERS)	\$6,330,628.00
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$4,725,436.00
483114 (COASTAL AND GREAT LAKES PASSENGER TRANSPORTATION)	\$4,536,473.00
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$4,111,907.00

The mission of Military Sealift Command is to provide ocean transportation of equipment, fuel, supplies and ammunition to sustain U.S. forces worldwide during peacetime and in war for as long as operational requirements dictate.

Associate Director of Small Business

26

Phone: (202) 685-5565

Fax: (202) 685-5515





Small Business Barriers to Entry

- 1. Lack of information, how, what, where & why**
- 2. Lack of access to capital**
 - Lack of working capital (progress payment)
 - Lack of bonding capacity
- 3. Capacity limitations**
- 4. Path of least resistance driven in part by:**
 - Shortage of contracting & program management personnel
 - Increase workload

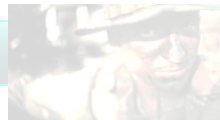




Small Business Program Goals

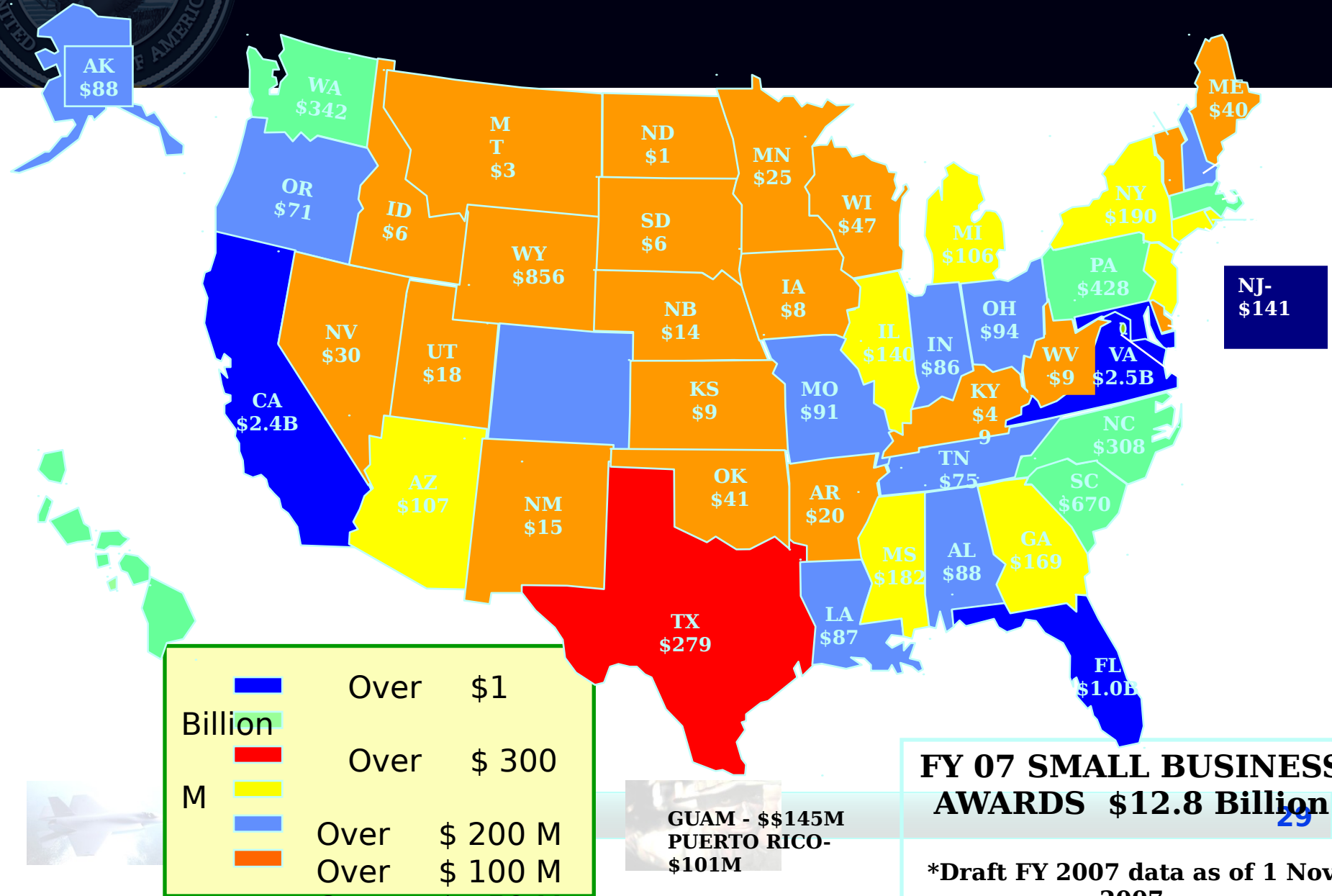
15 U.S.C. 644(g) establishes the following goals:

- 1. Small Business 23%**
- 2. SDVOSB 3%**
- 3. HUBZone 3%**
- 4. Small Disadvantaged Business 5%**
- 5. WOSB 5%**





US NAVY SMALL BUSINESS AWARDS





How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About Special Programs**
- **Seek Assistance**





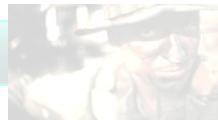
Small Business Emphasis Programs

- **Small Business Innovation Research**
- **Women-owned Small Business Program**
- **HubZones**
- **HBCU and other Minority Institutions Program**
- **Veteran Owned Small Business Program**
- **Mentor-Protégé**
- **Native American Incentives**

- ☐ **<http://app.vetbiz.gov/>**



www.sba.gov/vets/procurement/procurement-pref.pdf

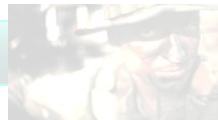






Contracting Opportunities

- **Prime Contracting**
 - **Contracts:** www.fedbizopps.gov
 - **Grants:** www.grants.gov
 - **Federal Supply Schedules:** www.fss.gsa.gov
- **Subcontracting**
 - **A list of all major DOD prime contractors by state with a point of contact for each firm:**
 - www.acq.osd.mil/osbp/doing_business/index.htm
 - **SBA's Subcontracting Network:**
 - <http://web.sba.gov/subnet>





Area Procurement Technical Assistance Centers



Missouri Procurement Technical Asst CTR
<http://www.moptac.org>
200 South Sixth Street , 200 EBN
Columbia, MO 65211
Phone: (573) 882-8058
Program Headquarters - Program Director
Phone: (573) 882-3597



U.S. Small Business
Administration Procurement
Center Representative
(PCR, CMR & COC SPECIALIST)
U.S. Small Business
Administration Procurement
Center Representative U.S.
General Services Administration
Room #1161
Office Symbol 6ADB 1500
East Bannister Rd.
Kansas City, MO - 64131-1799
Tel. (816) 823-1722

<http://www.sellingtothegovernment.net>



Area DoD Small Business Representatives

Marine Corp

**Small Business
Specialist**

Phone: 816-843-3710

Air Force

**Small Business
Specialist**

Phone: 660-687-3641

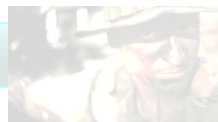
Army

**Small Business
Specialist**

Phone: 573-596-0264

“10 Step Guide to Doing Business with the Navy”

<http://www.donhq.navy.mil/OSBP/marketing/index.htm>



Office of Small Business Programs

<http://www.donhq.navy.mil/OSBP/index.htm>



SEA

The Department of the Navy embraces a culture that recognizes the critical role of small business in supporting our objective to “Building the Navy - Marine Corps Force for tomorrow”. The Department of the Navy has a decentralized procurement structure that purchased approximately \$59.3 billion in goods and services during fiscal year 2005. Each of the Department’s Contracting Commands is responsible to acquire the goods and services to fulfill its mission to support the Department of the Navy at sea, in the air, or on land. Each Contracting Command has a Director of Small Business that serves as the focal point for small business procurement opportunities



Department of the
NAVY
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Organizations

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Programs

*Policy and
Guidance*

*Career
Management*

*Acquisition
One
Source*



Our Mission: *To provide weapons, systems and platforms for the men and women of the Navy/Marine Corps that support their missions and give them a technological edge over our adversaries.*

*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)
1000 Navy Pentagon, Washington, DC 20350-1000*

This is an official U.S. Navy web site (GILS Number: 001883).

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<http://www.acquisition.navy.mil/>